

Four Point Recruiting Plan!

As you provide excellent customer service and develop lasting relationships with customers, they will naturally be curious about what you do. Don't be afraid to offer this great opportunity. Remember, it's a gift and should be treated accordingly. Appointments are a great place to find prospective team members. As you are working and growing your business, the four point recruiting plan, developed personally by Mary Kay Ash, will be an important tool to use.

1. Ask Your Hostess

Before every skin care class, ask the hostess, "who's coming today that might be interested in what I do?"

2. Share Your I-Story

Present your heartfelt I-story. Be sure to include why you began your Mary Kay® business and what it means to you.

3. Choose Someone

Select at least one person at every skin care class and offer her the Mary Kay® Opportunity. If she's not ready to make a decision that day send her home with more information and set a time to follow up.

4. A Special Gift

The hostess will know her guest the best. Offer her a special gift for any person she suggests who joins your team.

